



We're hiring.

# Sales Account Executive (Southwest)

About DataBahn

DataBahn.ai is revolutionizing cybersecurity and big data management. Our Data Fabric platform offers a cost-effective and innovative solution that simplifies data handling while federating and decoupling data ingestion from legacy security and observability tools. Our platform ensures proactive security controls and provides enhanced data quality, governance, and analysis within Security Operations Centers (SOCs), giving organizations control and deep insights into their data posture. We empower Security and IT teams to make faster and smarter decisions.

As a remote-first company, we believe in empowering our employees to do their best work, wherever they are. We're looking for motivated, collaborative, and curious individuals to join our growing team. If you love making a difference, solving problems, and working with a dynamic, driven team, DataBahn.ai is the place for you.

Job Description

As an Account Executive based in California, Utah, or Colorado, you will be focused on driving revenue growth and customer acquisition within the region. You will be responsible for executing proven sales strategies, building and maintaining strong customer relationships, and articulating the value of our Data Fabric platform to various stakeholders, from engineers to C-level executives.

As a key part of our team, you will take ownership of your territory, manage the entire sales process, and exceed sales targets while maintaining a strong customer-first mentality. You'll be working closely with our pre-sales and post-sales teams to ensure smooth transitions from prospecting to customer onboarding.

Responsibilities

- **Sales Strategy & Execution:** Develop and execute a business plan to consistently exceed sales goals within your territory. Manage the entire sales ecosystem – from generating leads to closing leads – with a focus on building long-term customer relationships.
- **Customer-centric Sales:** Help customers understand the unique value of DataBahn.ai by positioning our platform as a key enabler for their data security and management needs.
- **Stakeholder Management:** Articulate our value proposition at all levels of the organization, from engineers to CXOs, ensuring alignment and buy-in.
- **Forecasting & Reporting:** Maintain accurate sales forecasts and consistently meet or exceed sales targets. Regularly report on progress and performance to the leadership team.
- **New Business Development:** Build a pipeline of new business opportunities, targeting key industry verticals within your region. Identify and create demand in un-budgeted territories.
- **Channel Partner Collaboration:** Collaborate with channel partners and internal teams to drive sales through various routes to market.
- **Complex Sales Processes:** Run complex sales cycles with multiple stakeholders, using a consultative selling approach to craft tailored solutions.

Email us today:  
jobs@databahn.ai

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**Please note:** All applicants must reside in and will be expected to work out of **California, Utah, or Colorado**

## Requirements & Background

- **Experience:** 5+ years of quote-carrying enterprise sales experience, specifically in cybersecurity and data management (preferably in SIEM & Observability solutions).
- **Proven Success:** Demonstrated ability to land 5+ enterprise new logos per year and navigate complex sales processes within the IT and Security sectors.
- **Stakeholder Management:** Articulate our value proposition at all levels of the organization, from engineers to CXOs, ensuring alignment and buy-in.
- **Forecasting & Reporting:** Maintain accurate sales forecasts and consistently meet or exceed sales targets. Regularly report on progress and performance to the leadership team.
- **New Business Development:** Build a pipeline of new business opportunities, targeting key industry verticals within your region. Identify and create demand in un-budgeted territories.
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## Why You'll Love This Role

- A chance to be part of a rapidly growing company with a product-market fit in a novel product category.
- A dynamic and creative work environment with a diverse and passionate team.
- We're growing rapidly, and with growth comes opportunity. This is a chance to have a significant impact on our company's success while accelerating your career.
- Competitive salary (dependent on experience and location) with performance-based incentives and benefits.

If our mission speaks to you, and you are excited about the chaos and opportunity of an early-stage startup, we'd love to meet you and tell you more.

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